

Message Text

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ACTION FSI-01

INFO OCT-01 ARA-10 ISO-00 EB-05 COME-00 PER-01 /018 W

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R 292155Z AUG 74

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 1699

UNCLAS LIMA 7291

E.O. 11652: N/A

TAGS: OCOM, PE

SUBJECT: TRAINING PROGRAM FOR FOREIGN SERVICE ECONOMIC/COMMERCIAL
LOCALS

REF: STATE 187748

POSTS RECOMMENDATIONS IN ORDER OF PREFERENCE FOR FSL TRAINING
FOLLOWS. BOTH CANDIDATES FLUENT IN ENGLISH AND REPRESENT
SENIOR LEVEL IN COMMERCIAL SECTION. BOTH ARE OUTSTANDING EMPLOYEES
WHOSE EFFECTIVENESS WOULD BE FURTHER ENHANCED BY TYPE OF
TRAINING NOW OFFERED. EMBASSY STRONGLY RECOMMENDS THAT FALCON
BE CHOSEN THIS YEAR AND GRANDA IN SUBSEQUENT GROUPS AS THEY ARE
ORGANIZED.

NAME: ROBERTO FALCON FSL-12/4 - SR. SPECIALIST II
(COMMERCIAL RESEARCH)

PLACE OF BIRTH: CALLAO, PERU

DATE OF BIRTH: APRIL 29, 1918

LENGTH OF SERVICE: 25 YEARS 4 MONTHS

EDUCATIONAL BACKGROUND: PRIMARY, SECONDARY AND COMMERCIAL
STUDIES COMPLETED AT CALLAO HIGH
SCHOOL, CALLAO, PERU

1-YEAR STUDIES BY CORRESPONDENCE IN
MECHANICAL ENGINEERING-SCRANTON

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INTERNATIONAL SCHOOLS.

FRENCH STUDIES AT THE LIMA CATHOLIC
UNIVERSITY.
GERMAN COURSES DICTATED BY A GERMAN
TEACHER AT HOME.

EXPERIENCE BACKGROUND IN COMMERCIAL AND TRADE PROMOTION WORK:

ABOVE LENGTH OF SERVICE SPENT ENTIRELY IN THE COMMERCIAL UNIT,
THUS WELL ACQUAINTED WITH TRADE AND COMMERCIAL PROMOTION WORK.

DEPARTMENT OF COMMERCE SEMINARS ATTENDED:

REGIONAL SEMINAR ON ECONOMIC/COMMERCIAL OPERATIONS FOR FOREIGN
LOCAL COMMERCIAL SPECIALISTS.

AMEMBASSY LIMA, PERU, JULY 31-AUGUST 4, 1967

AMEMBASSY BOGOTA, COLOMBIA, OCTOBER 30-NOVEMBER 3, 1972.

OTHER SEMINARS ATTENDED:

LIMA, PERU, APRIL 1966 - NORTHWOOD INSTITUTE SEMINAR ON MARKETING

LIMA, PERU, NOV. 1973 - AMCHAM SEMINAR ON THE ANDEAN PACT

INDUSTRIES OR PRODUCT CATEGORIES OF PARTICULAR INTEREST IN THE
UNITED STATES:

1. AIR-CONDITIONING AND REFRIGERATION EQUIPMENT
2. MATERIALS HANDLING EQUIPMENT
3. TEXTILE MACHINERY
4. FISHING INDUSTRY

NAME: JULIO GRANDA ALBA FSL-11/3 - SPECIALIST I
(COMMERCIAL RESEARCH)

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PLACE OF BIRTH: HUAYLAS, PERU

DATE OF BIRTH: OCTOBER 7, 1921

LENGTH OF SERVICE: 31 YEARS (12 WITH THE COMMERCIAL UNIT)

EXPERIENCE BACKGROUND IN COMMERCIAL OR TRADE PROMOTION WORK:

A) SATISFACTORY COMPLETION OF A CORRESPONDENCE COURSE ON FOREIGN TRADE PROMOTION OPERATION PROVIDED BY THE FOREIGN SERVICE INSTITUTE, WHICH INCLUDED, AMONG OTHERS, INVESTMENT OPPORTUNITY REPORTING, ECONOMIC/COMMERCIAL REPORTING, HANDLING TRADE COMPLAINTS, HANDLING BUSINESS VISITORS, AND COMMERCIAL REFERENCE LIBRARY.

B) ATTENDED TWO REGIONAL SEMINARS ON ECONOMIC/COMMERCIAL OPERATIONS FOR FOREIGN SERVICE LOCAL COMMERCIAL SPECIALISTS, HELD IN LIMA (1967) AND IN BOGOTA, COLOMBIA (1972).

C) PROVIDED ASSISTANCE TO TWO INTERNATIONAL TRADE FAIRS AND ONE INDUSTRY SHOW HELD IN LIMA WITH THE PARTICIPATION OF THE U.S. DEPARTMENT OF COMMERCE.

D) PROVIDED ASSISTANCE TO VARIOUS U.S. TRADE MISSIONS.

INDUSTRIES OR PRODUCT CATEGORIES OF PARTICULAR INTEREST IN THE UNITED STATES:

1. METALWORKING MACHINERY
2. MINING AND CONSTRUCTION MACHINERY
3. METALFORMING
4. CHEMICAL/PETROCHEMICAL MACHINERY
5. FOOD PACKAGING

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LIMA07291
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740240-0454
From: LIMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974088/aaaaagpg.tel
Line Count: 145
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION FSI
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 187748
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 07 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07 JUN 2002 by reddocgw>; APPROVED <27 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRAINING PROGRAM FOR FOREIGN SERVICE ECONOMIC/COMMERCIAL LOCALS
TAGS: OCON, PE
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005